

# Thomas Flood

## Senior Sales Executive

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Aug 2011 - **Echo Global Logistics**

*present* Senior Sales Executive

Developed new business opportunities and sold our most complex enterprise solutions to mid-large customer segment.

Identified and generated new sales opportunities through analysis and discovery, understanding key decision makers and determining the appropriate approach for each.

Partnered with internal team to create a solution based on customer needs, including appropriate pricing strategy, solution implementation and future customer growth potential.

Participated in face-to-face meetings to present proposals, offer solutions, and close business.

Collaborated with internal account management team through customer implementation.

Reviewed sales activities and prospective customers with management.

Designed and pursued a personal development plan in collaboration with management.

## Skills

### Communication

*Strong communication and interpersonal skills with a keen ability to see the long term strategic vision, while staying abreast of business details and deadlines.*

### Passion

*Recognized for strong business acumen, consistent success, and exceeding goals.*

## Accolades

*#1 rep in training class of 30*

*Surpassed yearly goals since inception*

*3x Sales Rep of the Quarter*

2006-2010 **University of Iowa**

Bachelor in Entrepreneurial Management

## Revenue

*2012: \$1.2MM*

*2013: \$2.9MM*

*2014: \$3.8MM*

*2015: \$5.2MM*

*2016: \$6.8MM*

## Interests

*Skiing*

*Hiking*

*Live music*